

AP-205日本語独学書籍、AP-205模擬試験サンプル

CAT (キャリア・アセスメント・テスト) シリーズ

SPI WA-1

[WEBテスト版]

アドバンステスト

採用試験で急増している
SPI3-WEBテストに準備!
オンライン特有の内容を体験できる

最新「SPI 3」の
オンライン版(端末受験)で
実施される内容に沿ったテスト。
オンライン実施特有の難しさを
事前に体験・攻略します。

SPI3:「WEBテスト」
「テストセンター」
「インハウスCBT」
対策

■受験料 1,500 円 (税込) ■実施時間 45分

WEBテストを事前体験できる
練習用テストが2回分付録

受験者は利用期間内(1ヶ月程度)であれば
本試験・練習用とも、いつでも実施可能!

最新「SPI 3」の
オンライン版(端末受験)で
実施される内容に沿ったテスト。
オンライン実施特有の難しさを
事前に体験・攻略します。

端末受験の
(PC・タブレット等)
SPI模試が誕生!

最新のSPI模擬試験

著作権・発行/株式会社サポートシステム

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>> AP-205日本語独学書籍 <<

AP-205模擬試験サンプル、AP-205資格問題集

この競争の激しい社会では、良い仕事をするためには、自分の能力を向上させ、可能性を常に探求し、関連するAP-205認定を取得することが最善の方法です。しかし、私たちの専門的な能力は、試験を解読するのが難しいことであり、試験に関連するAP-205準備質問が多いため、試験に必要なすべてのキーポイントを体系化することは不可能です。

Salesforce Consumer Goods Cloud: Trade Promotion Management Accredited Professional 認定 AP-205 試験問題 (Q18-Q23):

質問 # 18

A manufacturer of health food snacks wants to better plan, manage, visualize, and monitor compliance with its trade promotions and use of offline capabilities.

Which Salesforce solutions form the basis for a consultant developing an agenda and content for running discovery workshops with a potential client?

- A. Retail Execution, Marketing Cloud, Trade Promotion Management
- **B. Trade Promotion Management, Field Service, Retail Execution**
- C. CRM Analytics, Retail Execution, Trade Promotion Management

正解: B

解説:

To address the client's needs comprehensively:

* Plan and Manage Trade Promotions: This is covered by Trade Promotion Management (TPM).

* Monitor Compliance and Offline Capabilities: This is the core function of Retail Execution (RE), which allows field reps to check compliance (audits) in stores.

* Field Service: In the Salesforce Consumer Goods Cloud architecture, Field Service (specifically the dispatcher and scheduling engines) often serves as the backend infrastructure that powers the Retail Execution visits, routing, and mobile offline capabilities. Therefore, the combination of TPM (Planning), Field Service (Routing/Scheduling infrastructure), and Retail Execution (Compliance/Offline execution) is the correct solution set.

質問 # 19

Northern Trail Outfitters wants to send email to approvers, when the key account manager (KAM) is not able to approve promotions due to a threshold limitation of plan spend being more than US\$50,000.

How should a consultant configure this scenario, when promotion plan spend is more than \$50,000?

- A. Use Validation action to check threshold and email.
- **B. Set action as Email in workflow state transition.**
- C. Use business object application programming interface (API) to send email to approver.

正解: B

解説:

This requirement describes a conditional approval workflow. In Consumer Goods Cloud TPM, the lifecycle of a promotion (Draft -> Submitted -> Approved) is governed by the Workflow engine (State Machine).

When a KAM attempts to approve a promotion that exceeds a spending limit (e.g., >\$50k), the system must prevent immediate approval and instead route it for review. This is handled by a State Transition.

* Transition Logic: You define a transition from "Draft" to "Submitted for Approval" (or a specific review status) that triggers only when the condition Plan Spend > 50,000 is met.

* Workflow Action: Attached to this specific transition is an Action. In this case, the action is to "Send Email." Therefore, Option B is the correct configuration. You configure the Workflow State Transition to detect the threshold and automatically trigger the Email Action to the approver. Option A (Validation Action) is typically used to block an action entirely (e.g., "Error: You cannot save this promotion"), which wouldn't facilitate the routing process to the approver. Option C (API) is a custom development approach that is unnecessary given the standard Workflow functionality.

質問 # 20

Cloud Kicks is planning promotions for planning accounts, including different formats like Hypermarkets, Supermarkets, Convenience, and Online. To which object should the data of these formats be interfaced?

- A. Sub Account with timeframe Valid From and Valid Thru
- B. Customer Trade Org Hierarchy with Relationship Type Sub Account
- C. Customer Relationship with Relationship Type Sub Account

正解: C

解説:

In the Consumer Goods Cloud data model, the concept of "Planning Accounts" (where the plan is created) often differs from the "Execution" or "Format" level (where the volume actually occurs). A retailer might be one Planning Customer (e.g., "Global Retailer Inc."), but they operate distinct store formats like

"Hypermarkets" and "Supermarkets" which have different performance characteristics.

To model this, Salesforce utilizes the Customer Relationship object. This object acts as a flexible connector that links the main Planning Account to the specific Format accounts (Sub-Accounts). The correct configuration involves setting the Relationship Type to "Sub Account".

This architecture allows the system to aggregate data. When a KAM plans a promotion for the main "Planning Account," the system needs to know which underlying stores or formats contribute to that volume. By interfacing the format data into the Customer Relationship object with the "Sub Account" type, the TPM calculation engine can automatically roll up historical data (baselines) from the Supermarkets and Hypermarkets to the Planning Account level. Conversely, it allows for planning at the format level if needed.

This is superior to using the standard Trade Org Hierarchy (Option A) for this specific use case because

"Formats" are often virtual or logical groupings that exist across standard geographic hierarchies, and the Customer Relationship object provides the necessary flexibility to map these many-to-many or specific one-to-many relationships without disrupting the primary sales organization tree.

質問 # 21

A key account manager (KAM) at Cloud Kicks wants to set up Customer Business Plans (CBPs) for a Planning Customer. The KAM wants to create a CBP for next year.

How should a consultant advise the KAM to set up the CBP?

- A. By specifying the Date From and Date Thru
- B. By defining the Date From and number of month
- C. By specifying the Business Year

正解: C

解説:

Customer Business Plans (CBPs) in Consumer Goods Cloud are the high-level containers used for annual volume and financial planning. Unlike specific promotions which have granular start and end dates (e.g., "Jan 1st to Jan 14th"), a Customer Business Plan is structurally designed to cover a standard fiscal or calendar year.

The recommended and standard best practice for setting up a CBP is to link it to a Business Year. When configuring the system, the administrator defines the Calendar and Business Years (e.g., 2024, 2025) in the master data. When a Key Account Manager (KAM) creates a new plan, they select the specific Year from a dropdown menu rather than manually entering a "Date From" and "Date Thru." This approach ensures data integrity and alignment with the corporate fiscal calendar. By selecting "Business Year: 2025," the system automatically understands the exact start and end dates based on the master calendar configuration (which might be Jan 1-Dec 31, or a fiscal offset like Oct 1-Sept 30). This prevents user error, such as a KAM accidentally creating a plan that runs for 13 months or starts on the wrong day of the week. It also facilitates "Year-over-Year" reporting, as the system can easily compare "CBP 2024" vs. "CBP 2025" because they are strictly defined by the Business Year object, ensuring that targets and baselines are aggregated into the correct annual buckets.

質問 # 22

Northern Trail Outfitters needs to complete analysis on promotion metrics to ensure the success of the promotions currently being run.

What should a consultant do to get an accurate, immediate view of promotions?

- A. Export promotion data directly from the Promotion object.
- B. Create real-time reporting (RTR) and add dimensions.
- C. Utilize a third-party AppExchange tool to run analysis.

正解: B

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